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TRADE NEWS

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January 1961

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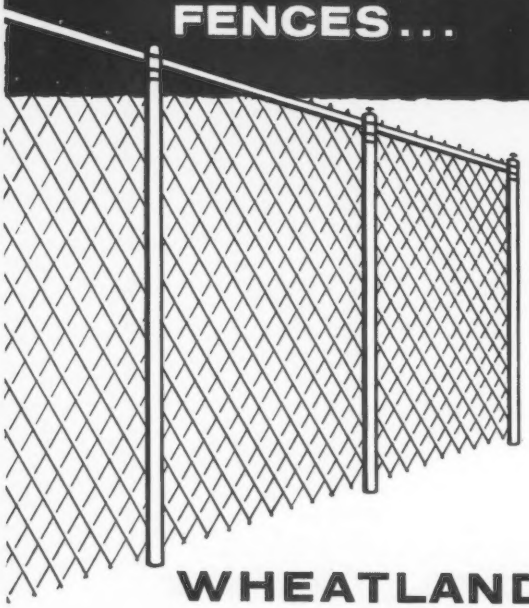

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Vol. 4
No. 1

Fence Industry
TRADE NEWS

JANUARY
1961

The Journal of all Fencing and Erecting

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In Old Sturbridge Village, in Sturbridge, Mass., the American scene of the early 1800's is re-created on 200 acres of rolling meadow and woodland. The hand-hewn fence is a natural part of this scene, just outside Miner Grant's General Store, one of more than 30 old buildings in this regional museum of early New England life.

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Closing date for all advertising and editorial matter is the 1st of the month preceding the date of issue. Omissions or errors appearing as a result of receipt of late copy cannot be construed as the fault of the publishers, nor can proofs be furnished on late copy subject to revisions or corrections.

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Predictions–1961

GUEST EDITORIAL

By Norman P. Mason
U.S. Housing Administrator

I feel proud of the fact that now 62 per cent of the people who live in houses own them—that in these eight years (1953-60) no less than 12.4 million dwelling units have come into existence, a net gain of 9.9 million.

It's good to get things in perspective. In these days when we have been debating American prestige we should always remember that, viewed as a whole, housing in our country is the best anywhere. Since the past is the groundwork for the future, I am going to venture on some predictions.

I predict the emergence of a nation-wide industry that will be equipped to rehabilitate and restore entire blocks and even neighborhoods. You can just see the beginnings today. Such an industry will be a powerful force in reviving our cities, physically, financially, socially, psychologically, and in every other way.

I predict that states and communities will face up to the fact that too often prevailing tax laws indirectly encourage slum conditions. Too often they offer convenient loopholes to slum landlords.

I predict we will see the enforcement by localities of housing codes and ordinances on a scale unknown heretofore. Code and zoning enforcement is to a city what a sterile gown is to a hospital surgeon: unless the patient is guarded against infection, the operation is useless.

I predict a great intensification of research into housing and urban problems.

I predict that localities will face up to the fact that the concept of a city as a self-contained geographical entity is now outmoded and will adjust their thinking to the realities of metropolitan spread and sprawl. Already we see many signs of progress.

I predict—somewhat in the future—a change in real estate transfer methods. Transfers will be cheaper, quicker, easier to negotiate, with benefits to all.

I predict that we will achieve a far saner solution of our transportation problem than is evident now—and this will give a powerful impetus to real estate markets.

I predict de-emphasis on housing and new emphasis on our cities' affairs through the organization of a new cabinet level agency. And I expect there will be some soul-searching as to the approval or lack of approval of such a step, where free enterprise may seem to be dwarfed or overshadowed by municipal programs.

I predict an increased appreciation by the public of the virtues and advantages of good design. A well-designed dwelling is a contribution to society and a tribute alike to the owner, builder, and architect.

I predict that new avenues of financing will improve our housing picture as a whole and expand the real estate market.

Finally—and here is a more subdued note—I predict that growing claims of financial dependency on the Federal government by our cities are going to be intensified, not reduced; and I doubt they are going to be resisted. The inevitable tendency, therefore, will be in the direction of increased Federal domination.

Yet, federal spending *alone* can never solve our housing urban problems. The inspiration, the impetus, the initiative, the ingenuity, has to come from the communities themselves. Not from without, but from *within*.

Taxes may be due for a reduction in certain brackets. Legislators in Washington have been giving serious thought to a reduction in taxes in 1961, possibly mid-year if the economy continues slipping. The wise men are beginning to realize that continued high taxation is taking its toll and cracks are showing up in our heretofore stable economy. The big problem seems to be whether to make it an across-the-board tax reduction.

Was 1960 a recession year? The figures aren't all in yet, but the chances are pretty good that they will show that the last half of 1960, if not the first, was in recession.

Fence erectors and contractors reported a late season start due to weather conditions, and as long ago as last April and May, they were saying that business was below the level of the same period in the previous year.

The effects were spotty, however. The weather was not uniformly bad across the whole country, and some fence erectors did not feel the recession at all. Some fence manufacturers, especially in the wood field, consistently have been reporting better-than-the-previous-year sales.

Both the recession trend and the spottiness can be seen in the latest available figures for all U.S. business. Profits after taxes of manufacturing corporations, for example, declined in the third quarter of 1960 to $3.6 billion. This compares with profits after taxes of $4.1 billion for the prior quarter of 1960, and $3.8 billion for the third quarter of 1959. Although third quarter 1960 manufacturers' profits after taxes declined about 12 percent from the preceding quarter, there was considerable variation in movement among the various industry groups. Durable goods manufacturers showed a 28 percent reduction in profits, compared with an increase of five percent for nondurable goods companies.

Profit margins declined in the third quarter of 1960 to the lowest levels in more than two years. Profits after taxes averaged 4.3 cents per dollar of sales in the 1960 third quarter, compared with 4.6 cents in both the prior quarter and in the third quarter of 1959.

Sales by U.S. manufacturing firms for the third quarter 1960 amounted to $84.9 billion, four percent below the sales for the prior three months, but higher than the sales for the strike-affected third quarter of 1959. For the first nine months of 1960, sales amounted to $258.7 billion, a gain of $6.4 billion or about three percent over the corresponding period of 1959.

Capital investment to decline slightly. Businessmen have scheduled a modest decline in their capital investment programs in the first quarter of 1961. They have revised downward their expenditures on plant and equipment for the second half of 1960 from the estimates reported earlier. However, plant and equipment expenditures for the year 1960 as a whole are now scheduled to total $35.75 billion, 10 percent above 1959. but four percent below the amount projected in the early part of 1960. In both the fourth quarter of 1960, and the first quarter of 1961, manufacturers are planning to spend (for capital outlays) at the annual rate of $14.3 billion per quarter.

Retail sales rose 2.5 percent from September to October 1960. after seasonal adjustment. In the same period, sales by manufacturers fell one percent, after seasonal adjustments.

The value of goods and services produced by the U.S. increased at the rate of about three percent a year from 1947 to 1958. Over this same period, average production per man-hour in private industry rose about 43 percent. Labor's rising share in the national income is now about 70 percent of the total.

Cost of highway construction in 1960 third quarter rose 2.2 percent above the previous quarter, but remained 0.5 percent below the level of a year ago, and a full five percent below the fourth quarter 1958 level.

Interstate and Defense highway network, initiated in 1956, now has nearly 9,600 miles of the proposed 41,000 miles open to traffic, with another 4,600 miles under construction. Motor vehicle increase underlines urgent need for this program: in 1956, 65 million vehicles; in 1960, about 74 million; projected for 1976, about 114 million motor vehicles.

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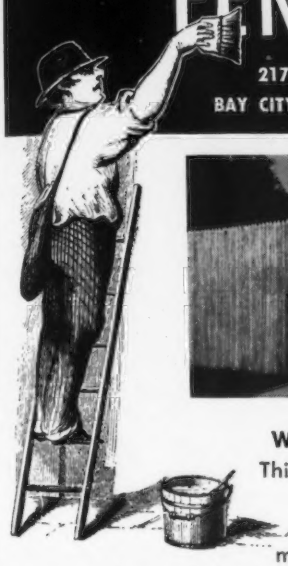

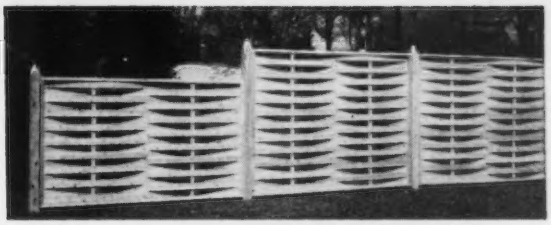

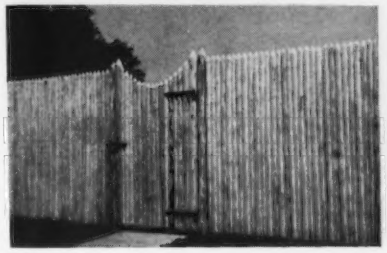

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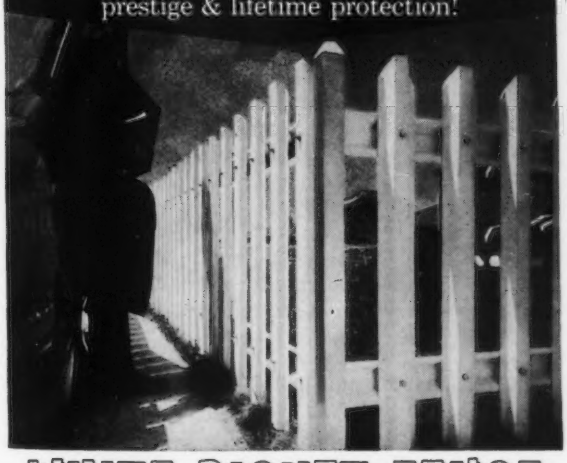

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Budgeting Your Way To Profits

Some budgeting suggestions for small businesses, by Paul Sage, who conducts an independent accounting practice in New York, and who is a member of the American Institute of Certified Public Accountants.

When Victor Borge announced plans a few years ago for staging a one-man Broadway show, friends told him that he was as mad as another Dane named Hamlet. He would fold within a week, they said. But the talented musician-comic did not listen to the well-meaning criers of doom. Instead, he polished his act, engaged a theatre, and opened to rave reviews that helped the show to run for two profitable years in New York.

Millions of small businessmen think they can do what Victor Borge did: run a one-man show and make it pay. Some can, of course, but for every one who does, another sinks into a quagmire of debt and disappointment. Government statistics show that for 1958 the death rate almost equaled the birth rate of small businesses in the United States, and the odds *against* success are increasing all the time—especially for the little fellow who insists upon flying into the competitive gale of the nation's economy by the seat of his pants. (The term "small business" in this article refers to companies with an annual sales volume of less than $5 million.)

While no businessman, large or small, has to be told twice that profit margins are being squeezed in a wage-cost vise, most small businessmen tend to dismiss as "a lot of foolishness" the modern management techniques that could give them the tight control over their operations that is needed today for survival.

Take budgeting, for example. It is nothing more than hard-headed financial planning on an organized basis, and studies of thousands of sick, dying, and dead companies prove that a budget is an invaluable weapon in *any* manager's constant battle for operating economies and higher profits. Yet, only about one third of the small businessmen in the country use a budget. Why? Because of wide-spread misconceptions that budgeting:

(1) Is a complex process.
(2) Increases accounting costs substantially.
(3) Restricts management decisions.
(4) Is nothing more than a "guessing game" anyway.

Budgeting is *not* a complex process. It simply is a sensible estimate of anticipated costs and expenses for a certain period of time. At the end of that period actual costs and expenses are tabulated and compared with budgeted amounts. That's all there is to it. The smaller the business, the simpler the budget. And by estimating, then comparing all elements of income, cost and expense, a small businessman can see what it would take to improve performance; can identify waste and inefficiencies; can foresee working capital needs; and can plan intelligently for growth. In short, he has control. He knows what he is doing and where he is going. And this is the case, no matter what his business may be.

It is true that there is some added expense when a budget is installed. Help may be needed from a certified public accountant in drawing it up, and since budgeting cannot run ahead of the accounting system used, changes may have to be made in the accounts to provide more detailed data on which to base estimates. Too, actual and budgeted amounts must be compared and deviations analyzed. All of this costs a little more, but experience shows that in the great majority of cases increased profits resulting from sound budgeting greatly exceed the slight added administrative costs. The budget that does not more than pay its own way is the exception and should probably be revised or discarded.

A business budget, unlike most governmental budgets, does not have to be restrictive. While it should be sound and every management decision directed toward meeting the estimated figures, a budget should not be allowed to hamstring operational and managerial flexibility, the one advantage a smaller business usually has over its larger competitors.

The profit objective, not the budget, must remain King. If an expenditure in excess of the budget will net a profit that otherwise might be missed, the expenditure is, of course, justified. An analysis of the deviation at the end of the budget period will explain why it was justified, which shows how budgeting provides a base for evaluating the probable results of decisions before they are made and the actual results after they are made.

To the extent that the actual results of the operation of a business are seldom exactly as budgeted, budgeting *is* something of a "guessing game." So why the bother of estimating? The blessing of a budget is that it *forces* planning. Plans must be made in detail. Management must take a critical look at what is being done, and this is constructive because even in the smallest business, operated under the sharp eye of The Boss, costly methods and habits frequently develop that may have been useful at one time but could be done away with now. Too, the fact that a budget is not being met raises questions as to why and what can be done. These arise during the budget period, before it is too late to call it anything but a bad year. Action can be taken in time to correct whatever might be wrong.

As a rule, a simple budget is the best budget for small businessmen who have not learned the wonders of budgeting. Too much detail at first can be confusing. It may not even be needed. So start slowly. Excellent direction in the preparation of a trial budget is usually obtained when the familiarity of the company bookkeeper

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is pooled with the detached objectivity of an independent CPA. Without too much difficulty these two should be able to outline a workable budget if given the necessary foundation: a sound sales forecast.

Sales is the key factor in budgeting. The sales budget must be a realistic estimate of what *will* be sold. Wishful thinking is fatal. Estimates should be based on past experience and planned changes, such as the addition of a new product, and correlated with a "guesstimate" of business activity. Several indexes usually published for local areas can prove valuable for this: population trends, bank deposits, personal income and employment statistics. Note the trend in these bellwethers and use them as guides in formulating a sales forecast. Most customer-service enterprises, for example, would probably be unrealistic in budgeting an increase in sales if the population in an area were dwindling and unemployment were increasing.

Next, production and inventories are forecast. On the basis of the sales forecast, will inventories have to be increased, decreased or held at present levels? The answer to this will determine how much cash will have to be tied up in inventory, and so on. The budget is built up from the bottom. Budgeted sales and production figures are fed to all persons responsible for a particular element of cost or expense. Each employee submits his own budget, and the individual budgets, whether there be two, twenty or fifty, are then integrated to form the over-all budget. Later, actual costs are classified and matched with the budgeted figures, with sharp differences given thorough investigation. The entire process is repeated, and before long, management becomes accustomed to having accurate advance notice of substantially all costs.

The well-budgeted businessman has a much firmer grip on the wheel than his less-fortunate competitor, and trying out a budget involves very little risk. Weighing the vast potential benefits against the comparatively meager cost of installation, it is a must for every intelligent businessman.

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Legal Aspects of Fencing

Problems which confront the erector of fences, from the viewpoint of law

By Howard Newcomb Morse

(Author and attorney, contributor to American Peoples Encyclopedia, Chicago Bar Record, Southwestern Law Journal, Loyola Law Review, and others.)

Howard Newcomb Morse

Fence Subject to Mechanic's Lien?

The Henry Company brought an action in the Circuit Court of Jackson County, Missouri, against A. M. Plitt and Lewis Plitt, as owners of certain realty, to enforce a mechanic's lien against the property.

The Plitts contracted with the Henry Company for the construction by the latter of a double two-story brick building and surrounding fence on the northeast corner of 12th and Central Streets in Kansas City, Missouri. The building and the fence were included in the same contract. The Henry Company constructed the building and fence, but was paid only for the building. It was for payment of the fence that it sought to enforce a mechanic's lien against the property.

The court rendered judgment for the Henry Company. The Plitts appealed, contending that the Henry Company was not entitled to a mechanic's lien for a fence. The Supreme Court of Missouri affirmed the decision of the trial court. The Supreme Court declared: "Under our statute, which gives a lien for 'buildings,' 'erections,' and 'improvements' upon land, to the extent of an acre in the country and a lot in the city, it has been the practice to adjudge a lien for fences . . . on the premises when they have been constructed as appurtenant to the buildings, and at the same time."

In another case, J. H. O'Niel filed an action in the Circuit Court of Mingo County, West Virginia, to enforce a mechanic's lien against the property of Charles B. Taylor in Williamson, West Virginia, which consisted of a hotel building known as the "Hotel Moose," and a surrounding fence. O'Niel erected a third-story addition to the building, made alterations and improvements in the building, and constructed a fence around the building. It was for payment of the fence that he sought to enforce a mechanic's lien.

The court rendered judgment for O'Niel, and Taylor appealed. The Supreme Court of Appeals of West Virginia upheld the decision of the court below. The Supreme Court of Appeals stated: "Our statute . . . provides the lien 'for constructing, altering, repairing or removing a house, mill, manufactory, or other building, appurtenances, fixtures, bridge, or other structure by virtue of a contract with the owner or his authorized agent.' . . . the fences . . . are appurtenant to and necessary for the convenient use and occupancy of the building, and are properly covered by the lien."

Case Involving the Height of Fences

The Midland Park Coal and Lumber Company, Inc. made application to the Board of Commissioners of the Village of Ridgewood, New Jersey, for permission to erect a fence encircling its premises, eight feet in height, topped by barbed wire. The Board of Commissioners denied the application, and Midland appealed.

Section 50 of the village zoning ordinance provided as follows: "No fence shall be erected, or maintained, over four (4) feet in height. This does not prohibit, however, the erection of fences exceeding four (4) feet in height, provided that the plans of such a fence and the purposes for which the same is to be used shall have been approved by the Commissioners; and, if approved, the same shall not be used for any other purpose than that granted by the permit."

Midland had operated a lumber and storage yard for coal and building materials for a considerable number of years. Its property was bounded northerly by Lake Avenue in the Borough of Midland Park, having a frontage of approximately 340 feet on the southerly side thereof. The property then extended in a southerly direction crossing the boundary line between the Borough of Midland Park and the Village of Ridgewood of approximately the same width, into Ridgewood, with a depth of approximately 125 feet on the easterly side and somewhat over 200 feet on the westerly side. The adjoining property was largely developed and all for residential purposes. The residences immediately adjoining in Ridgewood were substantial and well-kept homes.

The Supreme Court of New Jersey affirmed the action of the Board of Commissioners. The Supreme Court declared: ". . . we conclude that the action of the defendant Board of Commissioners in denying same was legally justifiable . . . . Statutory authority to regulate the size, height and dimensions of any fence between lands of adjoining owners or adjacent thereto is granted to municipalities . . . . Keeping in mind the character of the neighborhood . . . we see nothing in the ordinance or the refusal of the Commissioners that is arbitrary, unreasonable or oppressive. The denial was proper." Midland again appealed, and the Court of Errors and Appeals of New Jersey sustained the decision of the Supreme Court.

Another legal case involving fence-height will be published in an early issue.

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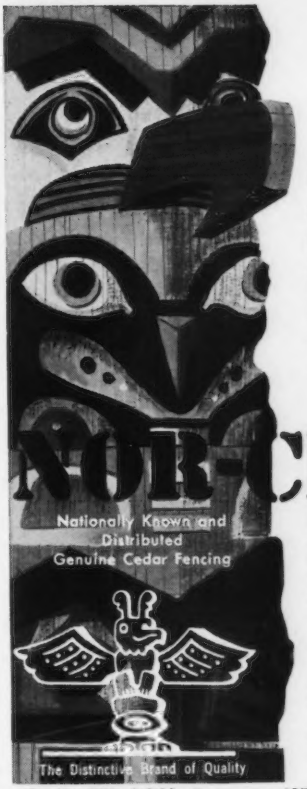

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OBSERVATIONS

Dealers in two widely separated cities are spotlighted here by two FI field reporters: Jess F. Blair from Salt Lake City; Robert Taylor from Akron. Both the dealers interviewed tell of expanding sales obtained from the steady use of promotion and a variety of advertising mediums.

Pete Schultz, vice president and manager of Acme Fence, credits much of firm's success to aggressive promotion and advertising.

Acme Fence promotes, follows up leads

The promotion-minded Acme Fence Co., Inc., Salt Lake City, Utah, has been expanding its business volume at the rate of about 10 percent yearly—ever since the firm was established in 1953. Both conventional and special types of advertising and promotion are used. "In towns this large," says Pete Schultz, the firms's vice president and manager, "you must continually advertise. We especially like to promote for extra business at the home shows and other cooperative affairs."

One such promotion involved a home show sponsored by a local bank. With a display area of 20 x 40 feet jointly shared with the bank, a landscape artist was hired: he decorated the display with shrubbery and a 3,000-pound volcanic rock, over which were placed some desert plants. Cost for Acme: $17 for an electric outlet, and $100 for its share of the volcanic rock, shrubbery, and topsoil.

In addition, the fence company enclosed the area with its own fencing—a four foot chain link fence in front; a five-foot "Beauty Link" at the sides; and a six-foot "Beauty Link" at the rear.

During the five days of the show, from two to ten p.m. each day, Acme representatives were on hand to talk to people. They encouraged the visitors to sign up (name, address, fence preference) for prize drawings. Prizes consisted of a 100-foot section of home fencing, a clock radio, and several minor items.

"Our sales took an upward spurt as a result of this promotion," says Schultz. Fence sales were made at the show. And about 1,000 filled-out prize-drawing cards were followed up by phone and personal calls. Schultz called the prize promotion "a huge success."

In addition to these types of shows, the company uses radio advertising, spends considerable money for a two-column wide ad insertion in the local newspaper. Except in mid-winter, of course, "when the ground is frozen to a depth of eight or 10 inches," according to Schulz. During this period the regular men on the payroll are busy repairing equipment and other work.

During the warm months, five crews are on the job—most of the installations are residential. Most of the work is confined to the metropolitan Salt Lake area. However, wholesale outlets have been established in Idaho, Montana, and Wyoming.

Compact display area maintained by The Aluminum Fence Co. of Akron. Approximately a dozen different kinds and styles are shown.

New firm pushes aluminum chain link

From scratch to more than 200 installations in 1960—in two seasons. That's the record of the Aluminum Fence Company of Akron, 36 E. Cuyahoga Falls Ave., Akron, Ohio. It was organized in 1959 by Philip Brady and John Kusik, Jr., who were both employed in the home improvement field as salesmen until they started the new venture.

Both men sell fences now; their efforts are complimented by one full-time commission man who helps follow up leads developed by the advertising program. The installaton crews consist of two full-time union ironworkers, and five handymen as laborers. About 75 percent of the total volume is comprised of residential sales in the middle-income group; the balance is industrial. Of all the fence sold, 45 percent is aluminum chain link, 45 percent steel chain link, and the other 10 percent divided between the various wood fence styles.

Leads are secured by referrals from satisfied customers; through letters sent to homes owners in the immediate area of jobs underway; and through newspaper advertising and classified phone book advertising. The use of radio proved too costly for results obtained.

Provisions for Materials and Installation

Property Fence Specifications–California

The requirements of state highway engineers are quite strict and specific on both materials and construction—and this includes guard rail and fencing. Herewith are the verbatim specifications for property fence, released by California State Highway Commission. Specifications for freeway and chain link fence will be published in a future issue.

80-1 GENERAL REMARKS

80-1.01 DESCRIPTION

This work shall consist of constructing property fence, freeway fence, and chain link fence, in accordance with the details and at the locations shown on the plans. Fences shall be of the type designated on the plans or in the special provisions and shall be constructed as specified herein.

Property fences shall be constructed on private property and shall be of 2 types, namely Type BW and Type WM. Type BW Property Fence shall consist of 5 lines of barbed wire and Type WM Property Fence shall consist of wire mesh and 3 lines of barbed wire. Both types shall be fastened to metal, treated or untreated wood posts, the type of posts to be specified in the special provisions.

Freeway fences shall be constructed within the highway right of way and shall be of 2 types, namely Type BW and Type WM. Type BW Freeway Fence shall consist of 5 lines of barbed wire and Type WM Freeway Fence shall consist of wire mesh and 3 lines of barbed wire. Both types shall be fastened to metal or treated wood posts, the type of posts to be specified in the special provisions.

Chain link fence shall be constructed for use as property fence or freeway fence and shall be of 2 types, namely Type CL-4 and Type CL-6. Type CL-4 chain link fence fabric shall be 48 inches wide and Type CL-6 chain link fence fabric shall be 72 inches wide. Chain link fabric shall be fastened to metal posts and top and bottom tension wires. The type of chain link fence to be constructed will be designated in the contract item or specified in the special provisions.

When specified in the special provisions chain link fence posts shall be equipped with an extension arm upon which shall be strung the specified number of lines of barbed wire.

80-1.02 EXISTING FENCES

Fences that are to remain in place and which have been damaged by the Contractor, shall be replaced at his expense.

80-1.03 CLEARING

All earth, trees, brush, and other obstructions which interfere with the proper construction of fences shall be removed and disposed of, unless the Engineer orders certain trees to remain in place. Such work will be considered as part of fence construction and no measurement nor payment will be made for this work.

80-1.04 CONNECTIONS

Fence construction operations shall be conducted so as to prevent the escape of stock.

Existing cross fences shall be connected to the new fences. Corner posts with braces for every direction to strain shall be placed at the junction with existing fences. The wire in the new and existing fences shall be fastened to the posts. At structures, if directed by the Engineer, the new fence shall be connected to the structure in such a manner as to permit the free passage of stock through or under the structure, or else an end post shall be installed and the fence connected thereto.

80-2 PROPERTY FENCE

80-2.01 MATERIALS

Material for property fence shall conform to the following:

80-2.01A Metal Posts and Braces.—Metal posts and braces shall be manufactured of steel conforming to Federal Commercial Standard CS 184-51 or ASTM Designation: A 7, except that tubular products shall be manufactured of steel conforming to ASTM Designation: A 53 and shall not be less than 7 feet long. All posts and braces, except galvanized products, shall be painted with an approved anticorrosive paint, and after installation, all areas where the paint coat has been damaged shall be spot coated with paint of the same color as the shop coat. No other painting will be required. If galvanized posts and braces are used, painting will not be required and they shall be galvanized in accordance with the specifications of ASTM Designation: A 123.

All posts and braces shall be manufactured to the tolerances and workmanship as provided in Federal Commercial Standard CS 184-51.

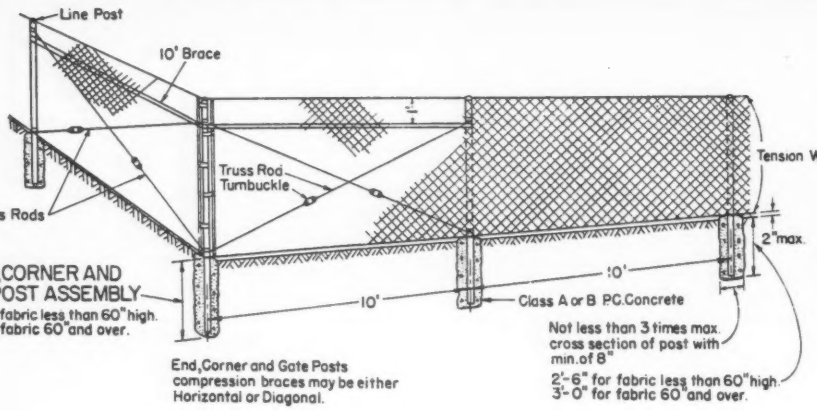
80-2.01A(1) Metal Line Posts, Pull Posts and Braces for Pull Posts.—Metal posts and braces shall be tubular, channel, Tee, U, Y, or any other approved shape and shall be properly adapted to provide means for attaching the fencing to the posts in a manner that will not damage the post or fencing material. Metal line posts, pull posts, and braces for pull posts shall each weigh not less than 1.3 pounds per linear foot. Line posts shall be provided with tapered anchor plates attached securely thereto. The anchor plates shall have a minimum area of 15 square inches and shall weigh not less than 0.67 pound. The anchor plate may be omitted provided the post is set in a concrete footing with a minimum cross sectional dimension of 4 inches and a depth equal to full penetration of the post.

80-2.01A(2) Metal Corner, End, and Gate Posts.—Metal posts and braces shall be any one of the shapes specified for metal line posts in Section 80-2.01A (1). Metal posts shall each weigh not less than 3.1 pounds per linear foot and braces for such posts shall each weigh not less than 1.93 pounds per linear foot.

80-2.01B Untreated Wood Posts and Braces.—Untreated posts and braces shall be redwood, cedar, or Douglas fir, shall be cut from sound timber, and shall be straight and free from knots, shakes, splits, or other defects which would render them unfit structurally for the purpose intended.

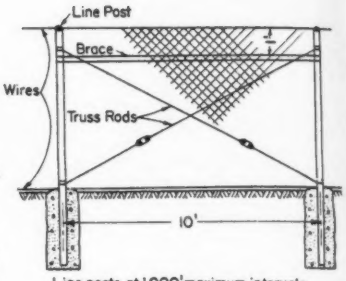
80-2.01B(1) Untreated Wood Line Posts and Braces.—Untreated wood line posts and braces may be split material and shall not be less than 7 feet long with a perimeter of not less than 16 inches and no dimension less than 4 inches.

MORE—Page 14
DRAWING—Pages 12-13



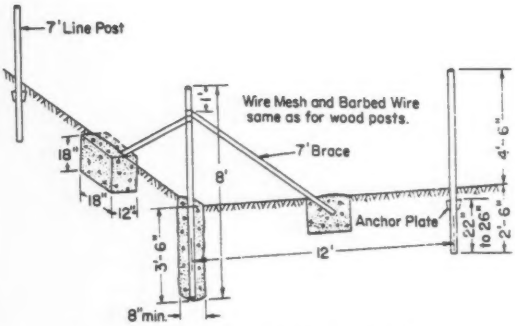
END,CORNER AND GATE POST ASSEMBLY
2'-6" for fabric less than 60" high.
3'-0" for fabric 60" and over.

End,Corner and Gate Posts compression braces may be either Horizontal or Diagonal.

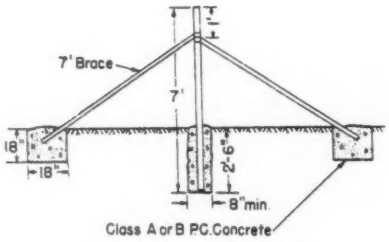


Line posts at 1,000' maximum intervals braced and trussed in both directions.

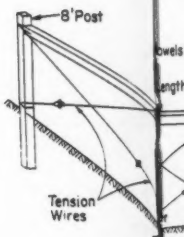
CHAIN



END,CORNER AND GATE POST ASSEMBLY



PULL POST ASSEMBLY
at 500' maximum intervals

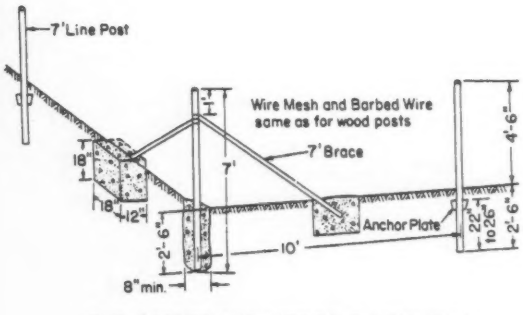


END,CORNER AND GA

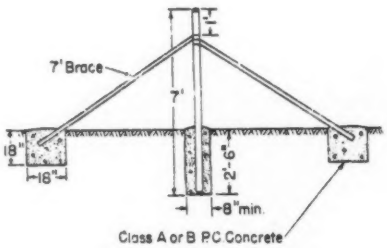
Type BW = 5 li
Type WM = Wire

FREE

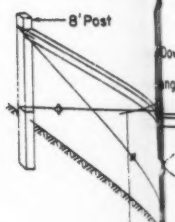
METAL POST INSTALLATION



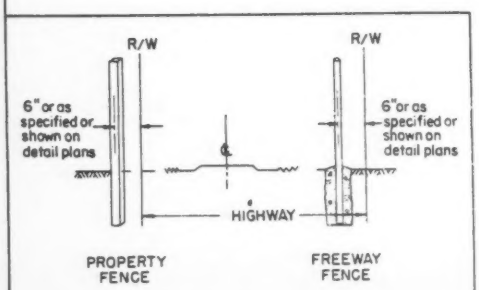
END,CORNER AND GATE POST ASSEMBLY



PULL POST ASSEMBLY
at 500' maximum intervals



END,CORNER AND



METAL POST INSTALLATION

Type BW = 5 line
Type WM = Wire

PROPE

To accompany plans dated

DISTRICT	COUNTY	ROUTE	SECTION	SHEET NO.	TOTAL SHEETS

APPROVAL RECOMMENDED

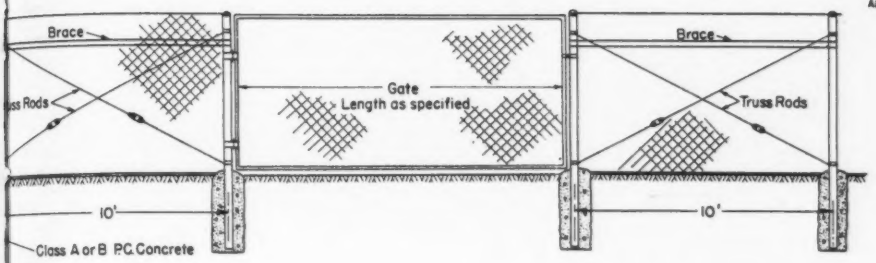
G. Langsdorf

ENGINEER OF DESIGN
CIVIL ENGINEER LICENSE NO. 5630

APPROVED August 7, 1959

G. T. Mellon

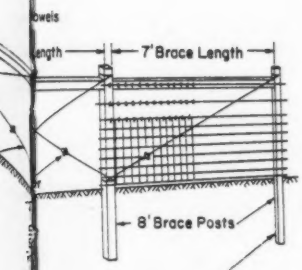
STATE HIGHWAY ENGINEER
CIVIL ENGINEER LICENSE NO. 2084



Typical
Typical

MAINTENANCE

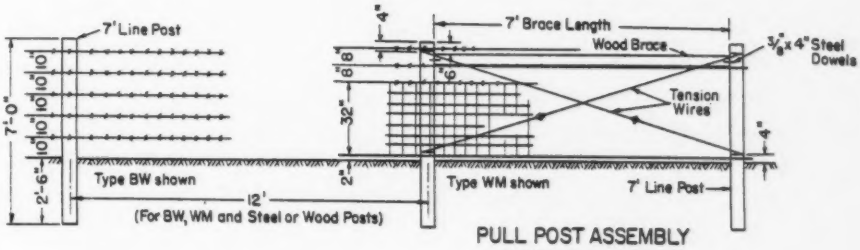
PROPERTY


Dowels
Length
7' Brace Length
8' Brace Posts
Additional brace post and tie required when distance to next braced post is over 200'

GATE ASSEMBLY

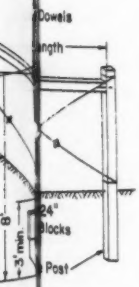
= 5 line
= Wire of barbed wire.

FENCE



PULL POST ASSEMBLY
at 500' maximum intervals
(for both BW and WM)

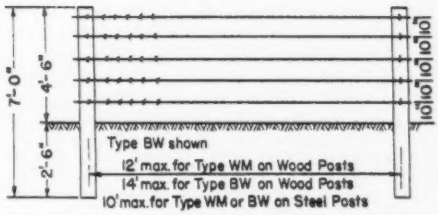
WOOD POST INSTALLATION



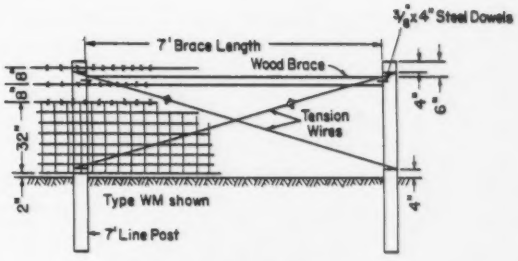
R AND ASSEMBLY

= 5 line
= Wire of barbed wire

FENCE



LINE POSTS



PULL POST ASSEMBLY
at 1000' maximum intervals
(for both BW and WM)

WOOD POST INSTALLATION

STATE OF CALIFORNIA
DEPARTMENT OF PUBLIC WORKS
DIVISION OF HIGHWAYS

STANDARD FENCES

SPECIFICATIONS—from Page 11

80-2.01B(2) Untreated Wood End, Corner, Gate and Brace Posts.—Untreated wood end, corner, gate and brace posts shall be sawed or hewed and shall not be less than 8 feet long and not less than 6 inches by 6 inches in size.

80-2.01C Treated Wood Posts and Braces.—Treated wood posts and braces shall be fir or pine timber. The timber shall be sound and free from all decay, shakes, splits, multiple crooks, or any other defect, which would weaken the posts and braces, or otherwise cause them to be structurally unsuitable for the purpose intended.

The posts and braces shall be round or sawed rectangular shape. The slope of grain in sawed rectangular posts, for the full length, shall not exceed one in 10; and knots shall be sound, tight, well spaced, and shall not exceed 1½ inches in size in any face.

The posts and braces shall be pressure treated with creosote, creosote-coal tar solution, creosote-petroleum solution (50-50), pentachlorophenol (oil borne), or copper-naphthenate (oil borne) in accordance with the provisions in Section 58. The amount of preservative to be used shall be the minimum required to obtain the penetration specified but the retention shall not be less than the amount provided in Section 58.

Round posts and braces shall be peeled to remove all outer bark and all inner cambium bark, except that occasional strips of inner bark may remain if not over one-half inch wide or over 3 inches long. All knots shall be trimmed flush with the sides, spurs and splinters removed and ends cut square.

The maximum permissible variations in length of treated posts and braces shall be minus one inch and plus 2 inches. The allowable taper from end to end of round posts and braces shall not exceed 1½ inches.

80-2.01C(1) Treated Wood Line Posts and Braces.—Treated line posts and braces shall be 7 feet long. The small end of treated round line posts and braces shall be between 3 and 4½ inches in cross sectional dimension. Treated sawed rectangular line posts and braces shall be not less than 4 inches by 4 inches.

80-2.01C(2) Treated Wood End, Corner, Gate and Brace Posts.—Treated corner, end, gate and brace posts shall be 8 feet long. The small end of treated round posts shall be between 4 and 5 inches in cross sectional dimension. Treated sawed rectangular posts shall be not less than 6 inches by 6 inches.

80-2.01D Barbed Wire.—Barbed wire shall conform to the specification of ASTM Designation: A 121, Class I. The barbed wire shall consist of 2 strands of 12½-gage wire, twisted with 2 point 14-gage barbs spaced not more than 5 inches apart.

80-.201E Wire Mesh.—Wire mesh fabric shall conform to the specification of ASTM Designation: A 116, Class 1. The wire mesh shall be 32 inches wide, consisting of 8 horizontal wires with continuous vertical stays spaced 6 inches apart. The top and bottom wires of the wire mesh shall be 10-gage and the intermediate wires and vertical stays shall be 12½-gage.

80-2.01F Gates.—Gate frames shall be constructed of standard weight pipe not less than one inch in diameter and shall be galvanized all in accordance with the specifications of ASTM Designation: A 53. The wire mesh shall be 2-inch diamond or 2-inch by 4-inch rectangle mesh, shall be 12½-gage, shall be galvanized, and shall conform to the requirements specified for wire mesh fabric as provided in Section 80-2.01E.

Tubular steel braces shall be placed vertically in each drive gate so as to provide uniform sized panels and no panel shall be more than 7 feet wide. Corner and brace joints in the gate frame shall be so secured that the gate will retain a true rectangular shape when hung.

The widths of drive gates will be designated in the contract item. Drive gates shall not be over 58 inches nor less than 48 inches high.

Walk gates shall be 4 feet wide and approximately 4 feet high.

The gate shall be hung by iron or steel hinges so designed as to be securely attached to the gate post and permit the gate to be swung back against the fence.

Gates shall be provided with a suitable iron or steel catch.

80-2.01G Miscellaneous. — Galvanized bolts and nuts for attaching braces and straps to metal posts and suitable galvanized devices for holding barbed wire and wire mesh firmly in position shall be of commercial quality and design.

Staples used to secure barbed wire mesh fabric to wood posts shall not be less than 1½ inches long and the wire from which they are made shall be galvanized all in accordance with the requirements specified for barbed wire as provided in Section 80-2.01D.

80-2.02 CONSTRUCTION

Fence posts shall be spaced at the intervals and set to the depths shown on the plans. In general, in determining the post spacing, measurements shall be made parallel to the ground slope, and all posts shall be placed in a vertical position, except in unusual locations where directed by the Engineer it would be more satisfactory to place the posts perpendicular to the ground slope.

Any high points which interfere with the placing of wire mesh shall be excavated to provide the clearance shown on the plans.

Corner and pull posts shall be braced in 2 directions. End and gate posts shall be braced in one direction.

Changes in line where the angle of deflection is 30 degrees or more shall be considered as corners and the corner posts shall be installed. Changes in line where the angle of deflection is more than 15 degrees and less than 30 degrees shall be considered as alignment angles. The adjacent line posts at alignment angles shall be made fast to the angle post by means of diagonal tension wires, or if such method is impracticable because of a grade depression at the angle point, such posts shall be braced as provided for bracing corner posts.

Two timber blocks, each 2" x 12" in size and 24 inches long shall be securely fastened to the lower portion of each wood end, gate, and corner post and at right angles thereto. One block shall be fastened flush with the bottom of the post and the other block shall be fastened on the other side of the post slightly below the ground surface. When treated posts are used, the timber blocks shall be treated in the same manner as the posts.

When wood posts are specified, a pull post assembly shall be installed at 1,000-foot intervals, maximum, between other braced posts. When metal posts are specified, a pull post assembly shall be installed at 500-foot intervals, maximum, between other braced posts.

Metal line posts may be driven in place provided driving does not damage the posts.

Metal corner, end, gate, pull posts and braces shall be set in portland cement concrete footing crowned at the top to shed water.

At the option of the Contractor, treated line posts may be driven or they may be installed in drilled holes of the same dimension as the post and the post made firm in place; or they may be installed in larger drilled or dug holes and backfilled and compacted. In any event the posts shall be set solidly and any space left around the posts shall be

MORE—Page 20

Above, exterior front view of Red Giant's main office and warehouse.

Right, company president, Boise Burge, Jr., with his secretary, Mrs. Ralph Jarrett, in balcony office space of the main building.

The House That Red Giant Built

According to the firm's president, Boise Burge, Jr., Red Giant's redwood fence business has been increasing steadily—and will continue to increase. This is due, he says, to a quality product coupled with wonderful cooperation from distributors and dealers. He is optimistic about the future and the growth of wood fencing.

After more than three years as a manufacturer of redwood fences, Red Giant Timber, 4231 Penn., Kansas City 11, Mo., reports about a five-fold increase in business during the past three years. The year 1960 showed a strong 68 percent increase over the previous year.

The firm's president, Boise Burge, Jr., attributes this rapid growth to these factors: (1) quality material and superior service; (2) wonderful cooperation from distributors, especially Anchor Post Products, Inc., and Farley Fences, Inc.; (3) the firm's offering of fence styles popular with dealers and the consuming public.

Red Giant Timber was founded in 1957, as a subsidiary of Burge Fence & Iron Works, which had been established in 1921 as a fabricator and manufacturer of chain link fences, guard rails, ornamental iron and miscellaneous products such as fire escapes and woven wire partitions.

The intitial business activity of Red Giant consisted

MORE—Page 16

Red Giant's popular "San Juan" redwood fence style, made of clear-heart redwood, kiln-dry, pre-cut, and machine finished. It is grooved and slotted, ready for on-the-job assembly. Available in heights of 3'6", 4', and 6'. The bottom kick board vertical panels are 1" x 6" select heart redwood; the horizontal boards are 2" x 4" grooved for vertical panels; the diagonal lattice is 1" x 2" and is pre-cut and slotted for assembly. Posts are 3⅝" square.

Here is a close-up of Red Giant's "La Jolla Basketweave" style, made of clear-heart redwood (as are all of the firm's fences), kiln-dry, pre-cut, machine finished. Available in heights of 3'6", and 4, 5, and 6 feet. The posts are 3⅝" square, grooved, and machine finished, and like all Red Giant posts, are capped with aluminum—for both appearance and protection. The horizontal boards are ⅝" x 4" select heart redwood; spreader rails are 2" x 2".

RED GIANT—from Page 15

of an output produced by three shop men and one salesman. The shop was an old converted school-house, dating back to pioneer days, located in old Westport on the Santa Fe Trail. The structure was approximately 30 feet square and housed all of the machinery, which included four pieces, among which were an overhead saw for ripping basketweave slats and two small table saws for datoing corresponding grooves in two-by-four posts. This was strictly a hand-fed procedure and left a lot to be desired.

Fences were offered only on a job order basis. The sections of fence were pre-cut to five, six, seven, and eight foot lengths, and ranged from 42 to 96 inches in height. After treatment in the outside stain tank, they were wrapped—each section individually. The market for this ouput was a local one, being the fence dealers in the Kansas City area. Upon receiving his order, the dealer would find the material ready-to-assemble, with very little cutting necessary on the job.

In the spring of 1958, the company's market area widened to include Missouri, Kansas, Oklahoma, and Iowa. In the fall of that same year, its full line of redwood fences was offered on a nationwide basis. Business and production both increased, and in 1959 they increased even more. That year business doubled over the previous year. Personnel, as well as physical plant and equipment, were expanded accordingly.

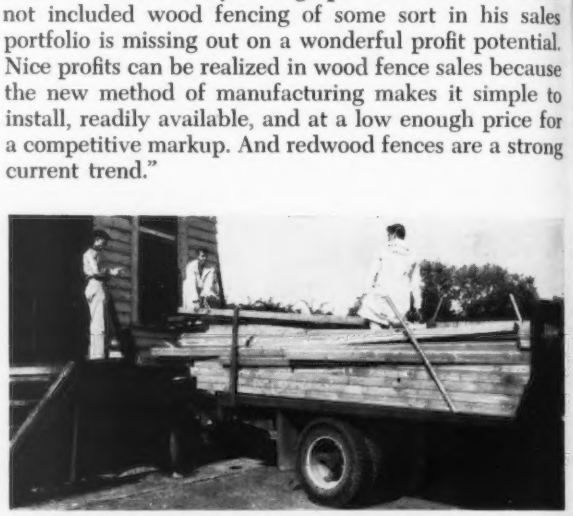
In 1960, a decision was made to expand the present shop, rather than move to a new location. This provided for several things: sufficient storage shelter for stock piling the finished fence for the spring rush season; and a maximum area for an automatic power feed system, to increase production. More man power (two shifts, five men each), along with the aid of more up-to-date machinery, resulted in speedy processing of orders.

In Red Giant's present manufacturing process, here is what happens: Random length, old growth redwood, after being seasoned approximately six months, is taken from the outside stockpile and carried on lines of ball-bearing rollers to inside cut-off saws. Each individual piece is sized for best usage and is cut to proper lengths. The redwood then proceeds on a continuous set of rollers to three different machines: the ripping machine, for basketweave; a dato machine for grooving four-by-four posts; and an edging machine, to turn the wood into pattern stock.

The Red Giant line, including such popular styles as "San Juan," basketweave, and stockade, is sold direct to dealers by its own sales staff, as well as through distributors. The area concentration of sales is as follows: the eastern part of the country averages about 60 percent of the sales; the southeastern, 10 percent; the northeastern, 20 percent; and the midwest, 10 percent.

Sales aids for dealers include brochures and descriptive literature; miniature six by 12 inch samples; portable inside, and stationary outside, display samples. In submitting an order, the dealer may include a sketch of the proposed job. The company's layout department indicates the best section division to suit the job—and this interpretation accompanies the dealer's order through the plant, and is sent with the order direct to the dealer. The latter uses it as an instruction sheet for making the installation.

Boise Burge, Jr., is optimistic about the future. "The growth in sales by wood fence manufacturers," he says, "indicates that wood fence is on the front side of the nation's fence industry sales graph. The dealer who has not included wood fencing of some sort in his sales portfolio is missing out on a wonderful profit potential. Nice profits can be realized in wood fence sales because the new method of manufacturing makes it simple to install, readily available, and at a low enough price for a competitive markup. And redwood fences are a strong current trend."



From Red Giant's railroad siding, the lumber is trucked to the south building, where it is unloaded for storage and use in fabrication.

Four-by-four lumber is here being processed into posts for Red Giant's popular fence style, the "San Juan," pictured on page 15.

This is Red Giant's gate fabrication jig, located in the gate assembly room. A hill-and-dale board type gate is one of the most popular.

AWARDS ★ PROJECTS ★ PROPOSALS ★

The information appearing in this issue concerning, awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

CALIF—Award, by California Division of Highways, to Engineering Design Corp., Berkeley, for constructing about 0.6 mi. chain link fence and timber wheel guard, and modifying highway lighting system. Bid cost, $23,919.—To Webb & White, Bakersfield, for constructing a fence, 9 buildings, grading, and surfacing. Bid cost, $196,158. —Proj. #P-3438, plans for construction of sanitary system, Orange County, est., $309,-390. T. J. Meadows, Mgr., San Juan Capistrano Sanitary Dist., San Juan Capistrano.—Proj. #P-3445, plans for construction of high school, Solana Beach, est., $1,300,000. David N. Davidson, Dist. Supt., San Dieguito Union High School Dist., Encinitas.—Proj. #P-3454, plans for construction of storm drainage facilities and street paving, Folsom, est., $450,000. John E. Kipp, Jr., mayor.—Proj. #P-3433, plans for construction of elementary school, Salinas, est., $758,230. Robert F. Spence, Dist. Supt., Santa Rita Union School Dist., 1624., Johnson St., Salinas.

FLA—Proj. #P-3077, plans for construction of water and sanitary facilities, Sneade, est., $298,000. F. W. King, mayor.—Proj. #P-3076, plans for construction of gas transmission and distribution system, Orange and Lake Counties, est., $2,625,000. Charles B. Roe, Pres., Lake Apopka Natural Gas Dist., P.O. Box 787, Apopka.—Award, by State Road Dept. of Florida, to White Construction Co., Inc., Chiefland, bid cost, $597,-821. For construction of fencing and drainage structures, clearing, grubbing, grading.

ILL—Proj. #P-3110, plans for construction of water facilities, Savoy, est., $114,236. John L. Jones, Village Pres.—Proj. #P-3108, plans for construction of sanitary facilities, Avon, est., $200,000. O. G. Martens, Village Pres.—Proj. #P-3115, plans for construction of sanitary facilities, East Alton, est., $305,-450. Charles A. Vanpreter, mayor.

N. Y.—Proj. #CH-130 (D) plans for construction at C. W. Post College, Brookville, est., $953,000. Chester C. Wood, Vice Pres.—Proj. #P-3070, plans for construction of water facilities, Erwin, est., $435,000. Jay E. Allen, Town Supervisor.—Proj. #P-3071, plans for construction of sanitary facilities, Lancaster and Alden, est., $2,510,000. Charles E. Spencer, Dir., Erie County Sewer Agency, Erie County.—Proj. #P-3061, plans for construction of storm drainage facilities, Wheatfield, est., $618,500. Stanley Brzezinski, Town Supervisor.—Proj. #CH-125 (D), plans for construction at Keuka College, Keuka Park, est., $750,000. Ralph S. Wilkes, Bus. Mgr.—Proj. #P-3072, plans for construction of water supply and distribution system, Guilderland, est., $2,870,000. John E. King, Town Supervisor.

NEWS ITEMS—MORE ON PAGE 18

Reorganization at Simpson

SIMPSON TIMBER CO., Washington Bldg., Seattle, Wash., is the name for three companies recently consolidated. Formerly they were known as Simpson Redwood Co., Simpson Logging Co., and Simpson Engineered Wood Products Co. Manufacturing, marketing, and timber management operations will be classified by departments administered in Seattle, and by products divisions administered in the operating areas. Personnel realignment includes the appointment of Gilbert L. Ostwald to the new position of vice president—manufacturing; John L. Robins becomes general manager of the marketing department; Starr W. Reed, general manager of the timberland department. Robert J. Seidl continues as general manager of research and chemicals department. All will report directly C. H. Bacon, executive vice president.

New businesses established

RIVERS HURRICANE FENCE, INC., P. O. Box 739, Lake Charles, La. Incorporated for $35,000.

THOLL FENCE, INC., incorporated in Nevada, main office: P. O. Box 855, 800 Glendale Rd., Sparks, Nev. California office and agent: Lewis P. May, 1306 Tribune Tower, Oakland, Calif. No stock statement.

SISCO OF COLORADO, 5199 S. Julian St., Littleton, Colo., has been issued a new state store license, and has opened to deal in fencing and building materials.

Activities and changes in fence field

HACKNEY MFG. CO. is now located at P. O. Box 22, Powderly Sta., Birmingham, Ala.

T. H. PICKERING formerly of Fence Fittings-Findings Co., New Albany, Ind., is now located with the Fittings Co., manufacturers of aluminum fence fittings, at P. O. Box 426, Shelbyville, Ky.

LAWRENCE SCHWARTZ, formerly associated with Crown Fence & Supply Co., Chicago, is now connected with Dura-Link Fence Co., 1811 W. Berwyn Ave., Chicago 40, Ill.

AMERICAN FENCE CO., 1941 San Fernando Rd., Los Angeles, Calif., expects to become newly incorporated sometime this month.

FORD FENCE CO., INC., incorporated at $250,000 ($100 par), Los Angeles County. Directors: James Ford, Sr., 8710 Etiwanda St., Northridge, Calif.; James Ford, Jr., 16628 Los Alimos, Granada Hills, Calif.; Donald H. Ford, 10412 Dempsey St., Mission Hills, Calif.

False advertising charges filed

SMITH-FISCHER CORP., OWOSSO, Mich., was charged with false advertising by the Federal Trade Commission in connection with a charger for electric fences. The FTC's formal complaint challenged the concern's advertising claim that its charger will effectively and safely charge 50 miles of fence without insulators. Even with the use of insulators, the complaint said, the charger could not be expected to be effective and safe for more than 10 miles. Without insulators, the complaint added, it is not possible to state accurately the length of fence that can be charged because of current leakage caused by factors such as green, wet, and rotted posts. Contrary to other claims, the complaint alleged that the charger is not effective in confining farm animals in an enclosure under all fencing and climatic conditions without the use of insulators. The company is granted 30 days to file an answer to the complaint.

New businesses established

ARROWHEAD FENCE, INC., Pierre, S. D., has filed articles of incorporation, listing $100,000 authorized capitalization, with directors Alvin C. and Vivian M. Mikkelson of Fort Pierre, and Carl W. Riis of Pierre.

MILLS FENCING CO., 5545 E. Gage, Bell Gardens, Calif. $200,000—$100 par, Los Angeles County. Directors: Calvin C. Mills, 5560 Agra, Bell Gardens; W. Lester Mills, 385 E. Andrex St., Monterey Park; E. L. Mills, 8336 Maxine St., Pico Rivera.

PERMAPOST PRODUCTS CO., 806 Main St., Hillsboro, Ore. Treated fence posts, guard rail, lumber.

BLACK HILLS POLE & BUILDING CO., INC., Deadwood, S. D. Authorized capital stock, $100,000. Directors: John M. Garhart and Merle K. Pool of Spearfish; H. W. McCarroll, Francis J. Parker, Emily C. McCarroll of Deadwood. Purpose: To purchase, lease, or otherwise acquire lands, buildings and factories with suitable plant engines, machinery, and equipment for the manufacture and construction of wood products, poles, buildings, and other products originating from wood or metal.

Firms reported out of business

GREEN ROAD LUMBER & MILLWORK CO., 689 Green Road, South Euclid 21, Ohio.

THE FAYETTE LUMBER CO., INC., 300 E. 5th St., Connersville, Ind.

HAWKS BROS., Petrolia, Pa.

BRODEL ORNAMENTAL IRON WORKS, INC., 3020 Penn, West Lawn, Pa., reports it is completely out of the fence business.

INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM TO THE News Notices Editor . . . for publication.

BROSKI NAMED HEAD OF NEW FENCE ASSOCIATION

Chain link manufacturers organize 18 firms join new trade institute

A VOLUNTARY, non-profit trade association, the Chain Link Fence Manufacturers' Institute, 630 Third Ave., New York 17, N. Y., recently held an organizational meeting, at which the following officers were elected:

Stanley M. Broski, Jr., Broski Bros., Inc., president; Robert R. Brannan, Anchor Post Products, Inc., 1st vice president; William Schindler, Hurricane Steel Industries, 2nd vice president; Donald V. Reed, executive secretary and treasurer; Herbert S. Blake, Jr., legal counsel.

The following directors were named: Victor A. Burdick, Colorado Fuel & Iron Corp.; Frank Kyndberg, Cyclone Fence Department, American Steel & Wire Division, United States Steel Corp.; James Walker, K. H. Davis Wire & Cable Corp.; Thomas W. Fox, Gibraltar Fence Co.; James Mellon, Reeves Fences, Inc.; Jacob Heimans, Jr., San Jose Steel Co.

Stated objectives and purposes of the Institute cover standardization and simplification, with a view toward quality and performance improvement, and a reduction of costs. The members of the Institute believe that the establishment of a set of standards and specifications will aid all fence dealers in their efforts to supply customers with uniform, quality materials. This Institute activity will be most important, the members further believe, in enhancing the position of the fence dealer and the entire fence industry in the eyes of the general public.

Other activities will include the collection and distribution of statistical information; industry advertising and promotion; a code of ethics for the industry; and the furtherance of good relations with governmental agencies, within the industry and with the public in general.

Stanley M. Broski, Jr.

The 18 current members of the Institute include: American Fence Co., Salt Lake City, Utah; Anchor Post Products, Inc., Baltimore, Md.; Atlantic Steel Co., Atlanta, Ga.

Broski Bros., Inc., Kansas City, Mo.; Bryant Machinery Co., Inc., Westfield, Mass.; Colorado Fuel & Iron Corp., Buffalo, N. Y.; Cyclone Fence Department, American Steel & Wire Division, United States Steel Corp., Cleveland, Ohio.

K. H. Davis Wire & Cable Corp., Los Angeles, Calif.; General Playground & Fence Supply Co., Overland, Mo.; Gibraltar Fence Co., Houston, Tex.; Hackney Mfg. Co., North Birmingham, Ala.; Halco Mfg. Co., Dallas, Tex.; Hurricane Steel Industries, Houston, Tex.

Nichols Wire & Aluminum Co., Davenport, Ia.; Reeves Fences, Inc., Tampa, Fla.; Robertson Fence Co., Cincinnati, Ohio; San Jose Steel Co., Inc., San Jose, Calif.; Stewart Iron Works Co., Covington, Ky.

Activities and changes in fence field

ANDERSON FENCE CO., 5965 Crenshaw Blvd., Los Angeles, Calif., has a new owner in the person of David A. Anderson, who purchased the business from his brother, Arthur. David Anderson has been in the fence business with his father since 1926.

DIAMOND H FENCE CO., 3990 Chevy Chase Dr., Los Angeles, Calif., is the west coast distributor for the "Dubois" line of wood fences.

DUO-RITE ENCLOSURE CO., 1047 E. Tallmadge Ave., Akron 10, Ohio, reports that it is now manufacturing redwood fences.

ORNAMENTAL IRON FABRICATORS has moved to new and larger quarters at 2503 Peach Orchard Rd., Atlanta, Ga.

BLIND BROOK FENCE, INC., Anderson Hill Rd., Port Chester, N. Y., is the new name of the firm known formerly as Smith & Niebuhr, at the same address.

Boston area fence men organize

RECENT MEETINGS in the Boston (Mass.) area have resulted in the formation of the Fence Contractors Association, and the following officers served to the end of 1960, pending the election of permanent officers:

James Rowen, president; George N. Severance, vice president; Anthony V. Orlando, secretary; Ralph Leo, treasurer.

A committee was named to outline the association's proposed activities; purpose of the organization; code of ethics; geographic area; initiation fee; dues; voting rights.

According to the secretary, Anthony V. Orlando, the area to be covered by the association extends from Massachussetts Bay on the east, to the easterly line of the city of Worcester on the west; and from the southerly line of New Hampshire on the north, to the Cape Cod Canal on the south. Orlando expects to have more news of the organization's activities soon; he can be reached at 40 King St., Weymouth, Mass.

Retires after 44 years of service

WALTER H. CAVE, known as the dean of Philadelphia's fence salesmen, recently retired, 44 years and four days after first joining the United States Steel Corp. His first job was that of a structural iron worker for the American Bridge Division in 1916. After well over two years of service with the Navy in World War 1, he became associated with the American Steel & Wire Division's Cyclone Fence Department, as superintendent in charge of fence erecting in the Philadelphia district.

To enclose the grounds of the Philadelphia Sesquicentennial Exposition in 1926, Cave supervised the installation of 50,000 feet of "Cyclone" fence. In 1935, he was put in charge of all Cyclone fence sales in the Philadelphia District.

During the 25 years in which he sold fencing for Cyclone, Cave estimates that his sales total seven million linear feet, or about 1,350 miles.

New officer for fence firm

CHAIN LINK FENCE CORP., 7774 S. South Chicago Ave., Chicago, Ill., has elected K. E. MacLennan to the office of financial vice president. He will retain the position of secretary-treasurer of the Metal Coating Corp, also located in Chicago.

News Items . . .
Timely and Informative

Habitant expands—opens new fence factory Gould City plant supplements main output

THE OPENING of a new factory by Habitant Fence, Inc., Bay City, Mich., was recently announced by the firm's president, N. A. Eddy. It is located in Michigan's Upper Peninsula, near Gould City, just off U. S. highway No. 2, on 20 acres of industrial property leased from the Eddy Investment Co.

The new expansion program, under development during all of 1960, has been directed by the company's general manager, Alfred Cosbitt, and the assistant director of plant operations, Lawrence Kneeshaw. With completion scheduled last month, the contractor for the construction of the factory facilities was William Germaine & Co., Engadine, Mich. The new plant superintendent is Einar Strom, also of Engadine. To formally announce the expansion program, Habitant Fence entertained about 160 cedar producers at a business session and entertainment get-together at the Gould City Village Hall.

Alfred Cosbitt said that steadily increasing sales of the Habitant fence line—and a particularly good 1960 season—necessitated the plant expansion. Production at the new Gould City facilities will supplement Habitant's main plant operation at Alpena, Mich. That plant recently has been improved and enlarged, in anticipation of increased volume in 1961 through the company's expanding "Franchise Dealer" sales organization.

Gould City lies in the heart of a vast Michigan White Cedar producing area, which Habitant is working to develop as an enlarged and long-term source of supply.

Fence contractors hold annual convention

THE ASSOCIATED FENCE CONTRACTORS OF CALIFORNIA, 735 Industrial Way, San Carlos, Calif., last month held their annual convention at the El Dorado Hotel in Sacramento. Guest speakers included Prof. T. Y. Abbott, a labor relations consultant, who addressed the group on "Personnel Relations"; and an authority on wood preservatives, Dr. C. M. Carfu, who spoke on "The Essentiality of Preservatives in Today's Frame Construction."

One of the major business sessions was devoted to the election of officers, and the selection of the Board of Governors, to serve for the ensuing two years. Other highlights included an award given to the individual chosen as the "Fence Man of the Year," and the annual banquet.

Dartrey Lewis

Lectures on plastic-coated steel wire

AT THE RECENT ANNUAL CONVENTION of the Wire Association in Chicago, Dartrey Lewis delivered the annual Mordica Memorial Lecture, his paper being titled "Plastic Coated Steel Wire." He is the Chief Engineer, Research & Development, John A. Roebling's Sons Div., The Colorado Fuel & Iron Corp., Trenton, N. J.

Lewis pointed out that, increasingly, industry is turning to plastic for corrosive protection—the plastic coating process costs about the same as galvanizing. When used outdoors, even thick plastic films, he said, transmit water vapor, and the problem has been to reduce this transmission to the lowest possible level.

As an example of plastic coated steel wire, he showed the audience a small section of yellow colored plastic coated chain link fabric. He said that to resist corrosion to the utmost, the wire for the chain link is a single already galvanized wire, over which a 20 mil polyvinylchloride coating is extruded. When using a pigment in the coating, the matter of ultra-violet absorption must also be taken into consideration. He said that the Bell Telephone Laboratories have done a great deal of work in successfully producing plastic coated steel wire for outdoor use.

Carolina firm adds fencing

HENRY WESTALL CO., 101 Coxe Ave., Asheville, N. C., dealers in farm supplies and equipment, swimming pools, and landscaping, has now entered the fence field. It is taking on the line of the Stewart Iron Works Co., Inc., Covington, Ky. H. J. Hechler is the manager of the fence division.

National Fence opening branch plant

NATIONAL FENCE MFG. CO., 4210-47th St., Bladensburg, Md., has announced the opening, next month, of its first subsidiary manufacturing branch, to be known as the International Fence Mfg. Co., located on three acres of ground at 4335 E. 11th Ave., Hialeah, Fla. Bill Loffler is the general manager of the new subsidiary.

National Fence's president, Jack Long, says the new firm will have full manufacturing facilities, including weaving, hot dip galvanizing, and gate fabrication. In addition, it will carry a full line of standard weight pipe, structural fence pipe, light weight tubing, prime aluminum fittings, industrial gates, steel castings, tension bars, and gate hardware. The company will serve the southeastern fence markets of the U. S., and export to countries south of the border. The same strict policy of "no competition from us in the retail field" will be adhered to, Jack Long concludes.

Reeves fences approach to bridge

REEVES FENCES, INC., P. O. Box 1968, Tampa, Fla., recently completed the fabrication and installation of 12 miles of fencing for the approach to the new Howard Frankland Bridge across Tampa Bay to St. Petersburg. The fence is 100 percent aluminum, Alcoa wire, nine-gauge alloy formula 5036 H-38. The posts, No. 40 alloy, were erected with seven gauge aluminum tension wire at top and bottom. Supports are on 10-foot centers, and are four feet high. Line posts are 2½" O. D.; pull and corner posts, 3" O. D., with ⅜" truss rods and turnbuckles.

When introducing "Weblite," a new fence product, to the press in New York City, these executives were present, left to right: Roger S. Firestone, president, Firestone Synthetic Fibers Company, Pottstown, Pa.; Paul Catalano, president, Weblite, Inc., Mineola, N. Y.; Kenneth L. Edgar, vice president, and Stuart G. Keiller, sales manager, both of the Firestone Synthetic Fibers Company.

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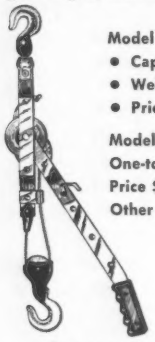

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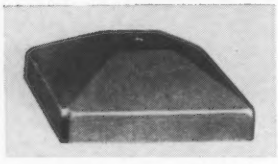

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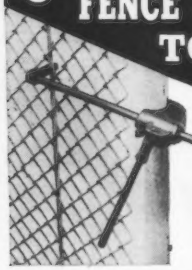

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SPECIFICATIONS—from Page 14

backfilled and compacted. Driving of all other treated posts will not be permitted and they shall be installed in drilled or dug holes and backfilled and compacted until solid.

Round posts installed in drilled holes shall have the butt end down. Line posts which are to be driven shall have the small end machine pointed at the plant before being treated.

Diagonal wire bracing shall consist of two 8-gage galvanized wire securely fastened to wood posts. An extra loop shall be made around each post at each point of attachment and the wire stapled to the posts.

Wood braces shall be connected to adjacent posts with ⅜" by 4" steel dowels and the brace wires twisted until the installation is rigid.

Barbed wire and wire mesh fabric shall be stretched and fastened to each wood post by means of galvanized fence staples and to metal posts by means of suitable fasteners. On Type WM fence, the lower line of barbed wire shall be tied to the top wire of the wire mesh with 12-gage galvanized wire at 4-foot intervals between posts.

At all grade depressions where stresses tend to pull the posts from the ground, the fencing shall be snubbed or guyed at the critical point by means of a double 8-gage or 9-gage galvanized wire connected to each horizontal line of barbed wire or to the top and bottom wire of wire mesh fabric, and to a deadman weighing approximately 100 pounds and buried in the ground not less than 2 feet. The fencing shall be stretched and fastened before being snubbed or guyed.

After the fencing has been attached to untreated wood posts, any long posts which cause a non-uniform appearing fence shall be cut off.

80-2.03 Measurement

Quantities of property fence to be paid for will be determined by the linear foot or mile from actual measurements of the completed fence, such measurements to be made parallel to the ground slope along the line of the completed fence, deducting the width of openings.

Quantities of gates will be determined from actual count. When more than one gate is placed in an opening, each single unit placed will be counted as a gate. A gate unit complete in place shall include one gate with all necessary fittings, hardware, and gate posts with braces.

MORE—Page 21

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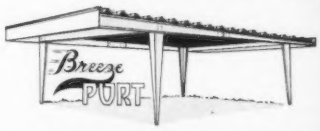

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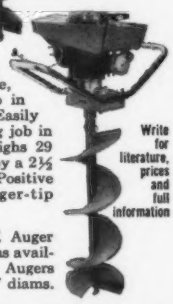

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SPECIFICATIONS—from Page 20

80-2.04 PAYMENT

Items of work, measured as specified above, will be paid for at the contract price per linear foot, or per mile, for Type BW property fence, or Type WM property fence, and the contract unit price per property fence gate, if gates are required.

Full compensation for clearing the line of the fence and disposing of the resulting material, excavating high points in the existing ground between posts when wire mesh fabric is being constructed, excavating and backfilling, and furnishing and placing concrete footings and deadmen, and connecting new men, and connecting new, existing, or temporary fencing shall be part of contract price.

The above prices and payments shall include full compensation for furnishing all labor, materials, tools, equipment, and incidentals, and for doing all the work involved in constructing property fences, complete in place, as shown on the plans, and as specified in these specifications and the special provisions.

Special Provisions—Type WM property fence shall conform to the provisions in Section 80 of the Standard Specifications and these special provisions. The wire mesh and barbed wire shall be fastened to treated or untreated wood posts.

Staples used to fasten barbed wire and wire mesh to wood posts shall be of an L-shape design. The staples shall be not less than 1¾ inches long and shall be fabricated from not less than 0.145-inch diameter steel strand conforming to the material requirements in ASTM Designation: A 121. At least one prong shall have serrations for at least ½ inch of its length. The staples shall be galvanized after fabrication in accordance with the specifications of ASTM Designation: A 153.

Special Provisions—Type BW property fence shall conform to the provisions in Section 80 of the Standard Specifications and these special provisions. The barbed wire shall be fastened to treated or untreated wood posts.

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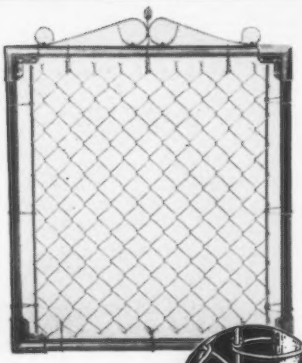

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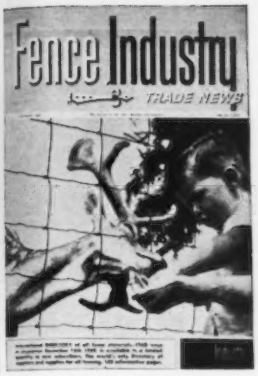
Above, left to right, Frank Davis, Texas real estate man and barbecue master; Paul Richardson, president of Northern Cedarcraft; Leon Richardson, vice president; C. H. Casey, secretary-treasurer and plant manager; John Lannin, sales. They were hosts at the grand opening.

NORTHERN CEDARCRAFT OPENS NEW GLADSTONE (MICH.) PLANT

The executive personnel (see picture above) of Northern Cedarcraft Products, Inc. were hosts recently at a barbecue lunch and open house in Gladstone, Mich., marking the opening of a new wood fence manufacturing plant in that city. Among the several hundred present were many loggers and their families, the mayor of Gladstone, press and radio representatives from nearby Escanaba, and officials of the U.S. Forest Service and Michigan State University (picture below). The newly-opened plant will service all the retail-wholesale needs of Richardson Bros. Fence Co., 2841 Fort Worth Ave., Dallas, Tex., where the main office of Northern Cedarcraft is also located. Company-owned 37-foot trailer-trucks, which carry the equivalent of a carload of fencing, make roundtrips every five days directly between Gladstone, Michigan and Dallas, Texas.

Some of the several hundred guests at the barbecue and open house.

J. L. Heirman (left), Michigan State University Extension Director for Delta County; and Harold C. Nygren, U.S. Forest Supervisor, Upper Michigan National Forest, which covers an area of 840,000 acres.



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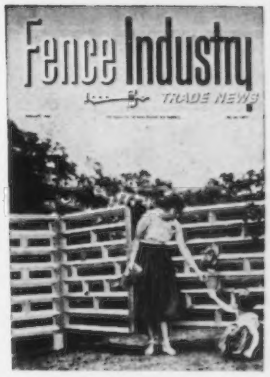

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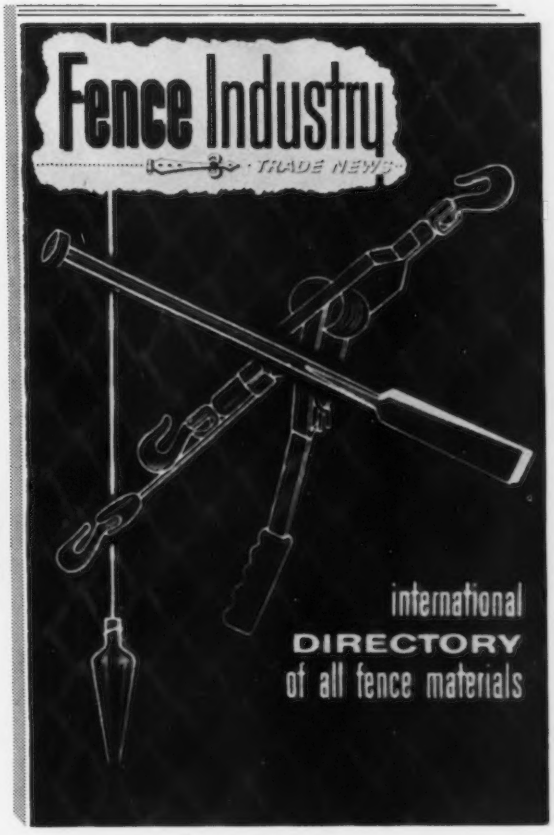

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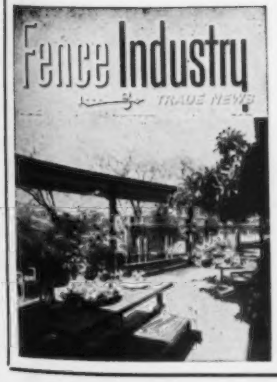

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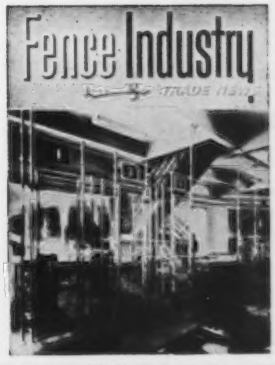

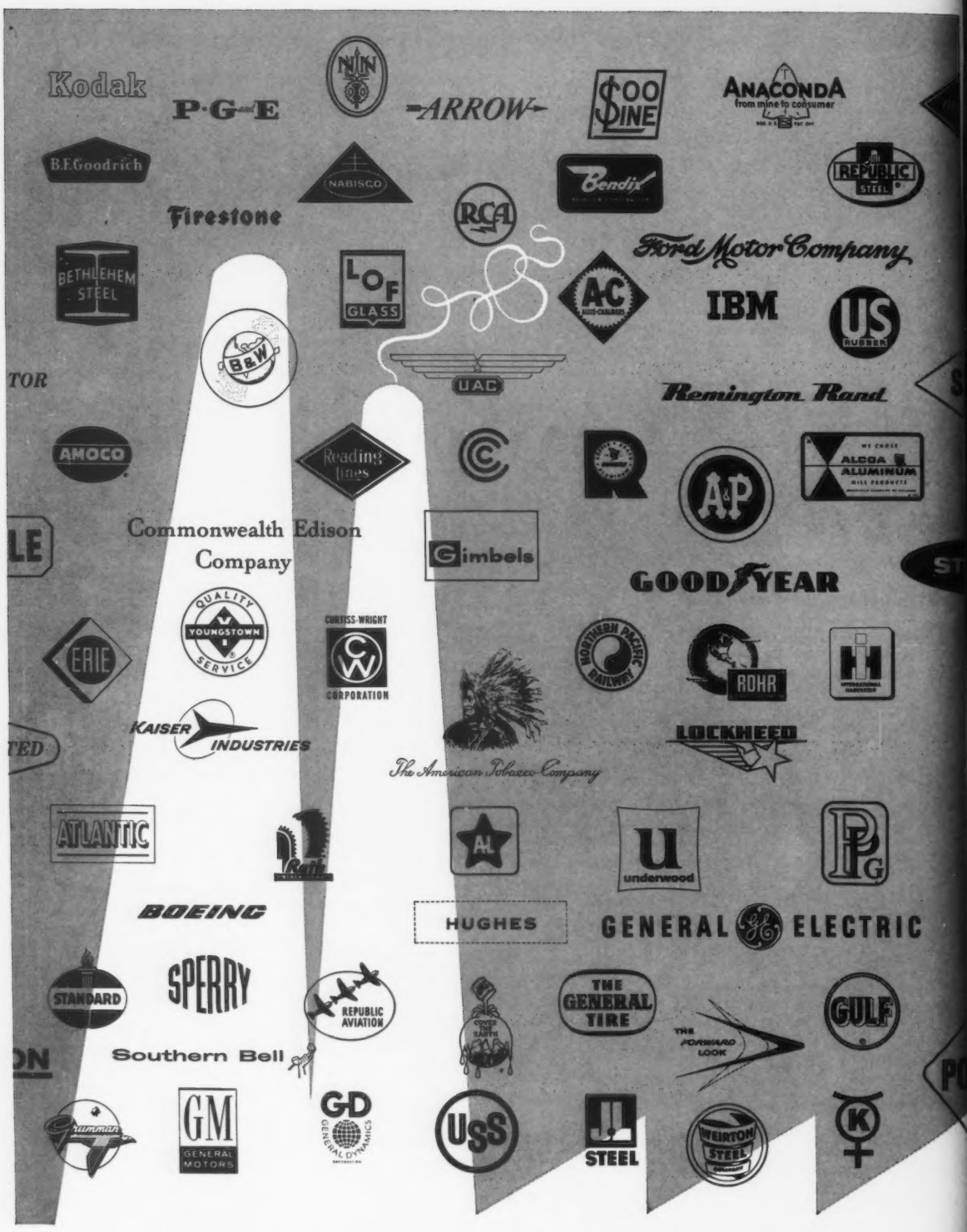

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